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First ever EuroFM skiing championships in Espoo, Finland!

by Pekka Matvejeff

EuroFM network had its winter meeting in Helsinki region, Espoo, Finland. From 12th till 14th of February 2014 Laurea University of Applied Sciences (UAS) along with the Finnish Facility Management Association (FIFMA) were acting as hosts for the EuroFM Members meeting. During the same week Laurea UAS was hosting the third EuroFM Winter School. Around 80 network members and students from all over Europe participated in various meetings at Laurea Service Innovation and Design campus in Leppävaara, Espoo.



Group picture of all participants

Already in October, 2013 in the Sofia meeting it was agreed that EuroFM network will have its first ever skiing championships in Finland. The competition was arranged as a relay of four skiers per team. The teams of EuroFM board, Educational network group (ENG) and FIFMA had enrolled their teams in the competition. In spite of the challenging weather conditions

the skiing competition was held at Leppävaara Sports Center in Espoo. The winning Finnish FIFMA team made history as being the first EuroFM Champion. The brave EuroFM ENG team came second and the EuroFM Board team took the third place.

The Finnish FM Award

As a part of the EuroFM meeting, the annual Finnish FM Award was presented

Towards relationship-oriented property management

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- extends beyond the time frame of the individual lease agreement.
- Operation and maintenance plans should be drawn up and revised, but the lessor's relationship plan must also be regularly updated and carefully checked.
- Consider the fact that the lessor's existing tenants represent the lion's share – if not all – of the value of the lessor's property portfolio and that this value can be mutually enhanced and increased by focusing more on cooperation (with the prospect of renewing the lease agreement for a higher rent or for a larger area) rather than on competition (with the

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prospect of replacing tenants with new, unknown tenants for a lower, identical or higher rent).

to the Finnish mobile phone operator company DNA Ltd of their efforts to support employee's well-being. The transformation from traditional office environment towards mobile workplace has been implemented successfully and the results show an enormous development in productivity of the organization. DNA Ltd has almost 1500 employees and the turnover is 766 million € (2013).

"DNA Ltd has put special emphasis in cooperation and communication

between the management and the employees during this transformation", says the Human Resource Director Marko Rissanen from DNA Ltd. "Without the mobile working environment and remote working technology this transformation could not have been implemented. The commitment of top management, as well as open communication between all involved parties were the cornerstones for these developments", continues Rissanen.



The EuroFM Board team from left: Aad Otto (ENG Chair), Susanna Caravatti-Felchlin (PNG Chair), Ron van der Weerd (EuroFM Chair), Ole Emil Malmstrom (invited senior member)



The ENG Group team from left: Juhana Lounela (Turku UAS), Johan Tjoelker (InHolland UAS), Klaus Homann (DbHW Stuttgart), Goran Milanov (BGFMA Chair)

To be continued

The spirit of the EuroFM meeting in Espoo creates promising prospects for the future. The promising results of the Winter Schools held jointly with the member meeting give hope to even closer cooperation between the network groups. Not to talk about the fun, joy and laughter amongst the participants when competing on the skiing track. For some of them it was the first time ever on cross-country skis!

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In conclusion, it might be said that a good real estate strategy and property management consists of focusing less on the lease agreement or the maintenance plans for the guttering, and more on the tenant. This will be profitable over time – for those companies who choose to pursue a niche position as the leading relationship managers in the real estate industry.

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